



ADVANCED PLANNING BRIEFING TO INDUSTRY

D.G. UHLER
Acquisition Executive
13 MAY 2004



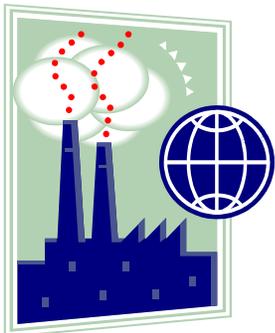
PRESENTATION OUTLINE

- **APBI Focus**
- **SOCOM Acquisition Overview**
- **New Initiative**
- **How Industry Responds to SOF Needs**



APBI FOCUS

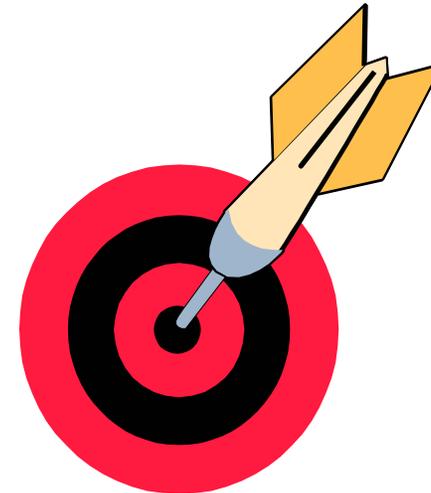
- **OBJECTIVE:** Provide Forum for SOCOM-Industry Information Exchange
- **VIA:**
 - SOCOM Briefings and Breakout Sessions
 - Industry and Government Exhibits
 - Industry and PEO/PM Meetings
 - Opportunity for Industry Team Building





TARGET RICH ENVIRONMENT

- **SOF and Industry Leaders**
- **SOF Operators**
- **Requirements' Developers**
- **PEOs and PMs**
- **Industry Vendors**
- **Military Departments, DARPA, and other Government Agencies Supporting SOF Acquisition**





USSOCOM ACQUISITION



Providing Rapid and Focused Support To SOF Warfighters



USSOCOM ACQUISITION PRINCIPLES

- Deliver Capability To The User Expeditiously
 - Exploit Proven Techniques And Methods
 - Keep Warfighters Involved Throughout The Process
 - Take Risk And Manage It!

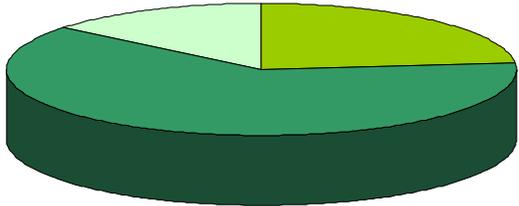
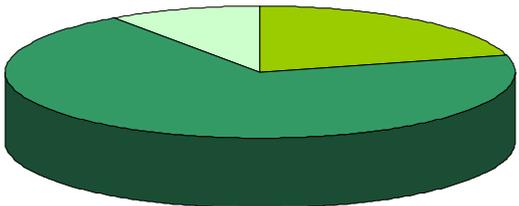
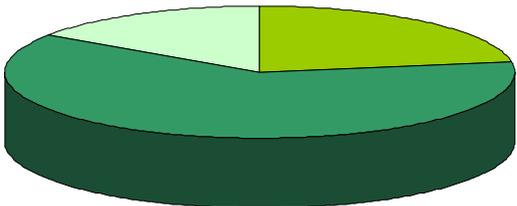


USSOCOM ACQUISITION PROGRAM BUDGETS

FY03

FY04

FY05



■ RDT&E \$485M (23%)

■ RDT&E \$595M (21%)

■ RDT&E \$ 479M (23%)

■ PROC \$1,332M (61%)

■ PROC \$1,995M (70%)

■ PROC \$1,285M (62%)

■ O&M \$335M (16%)

■ O&M \$277M (9%)

■ O&M \$ 293M (14%)

Total: \$2,152M

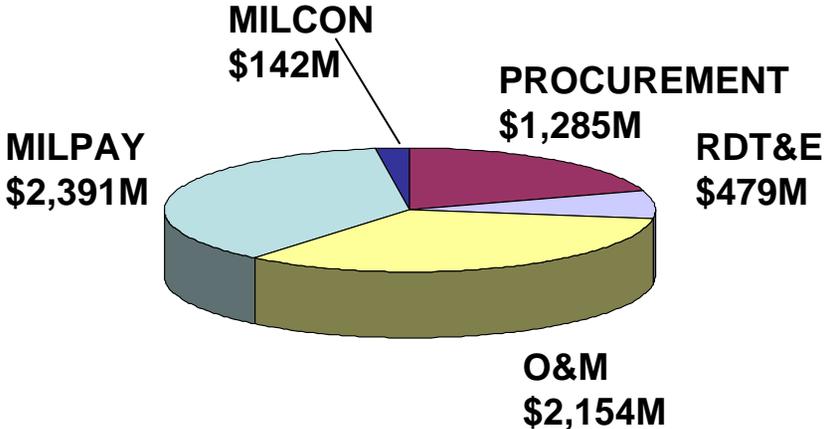
Total: \$2,867M

Total: \$2,057M



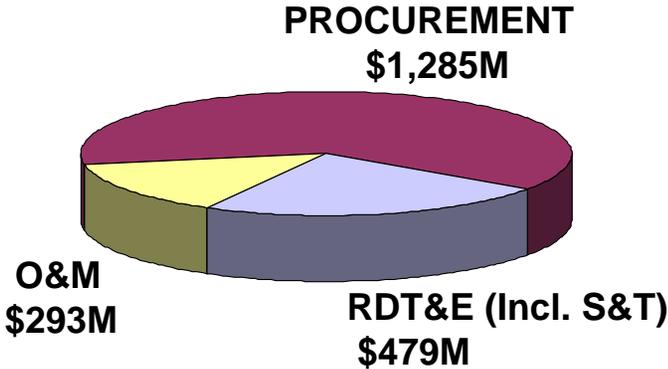
FY05 INVESTMENT BUDGET

MFP-11 Total Obligation Authority (TOA)



Total \$6.5B

USSOCOM Acquisition Resourcing



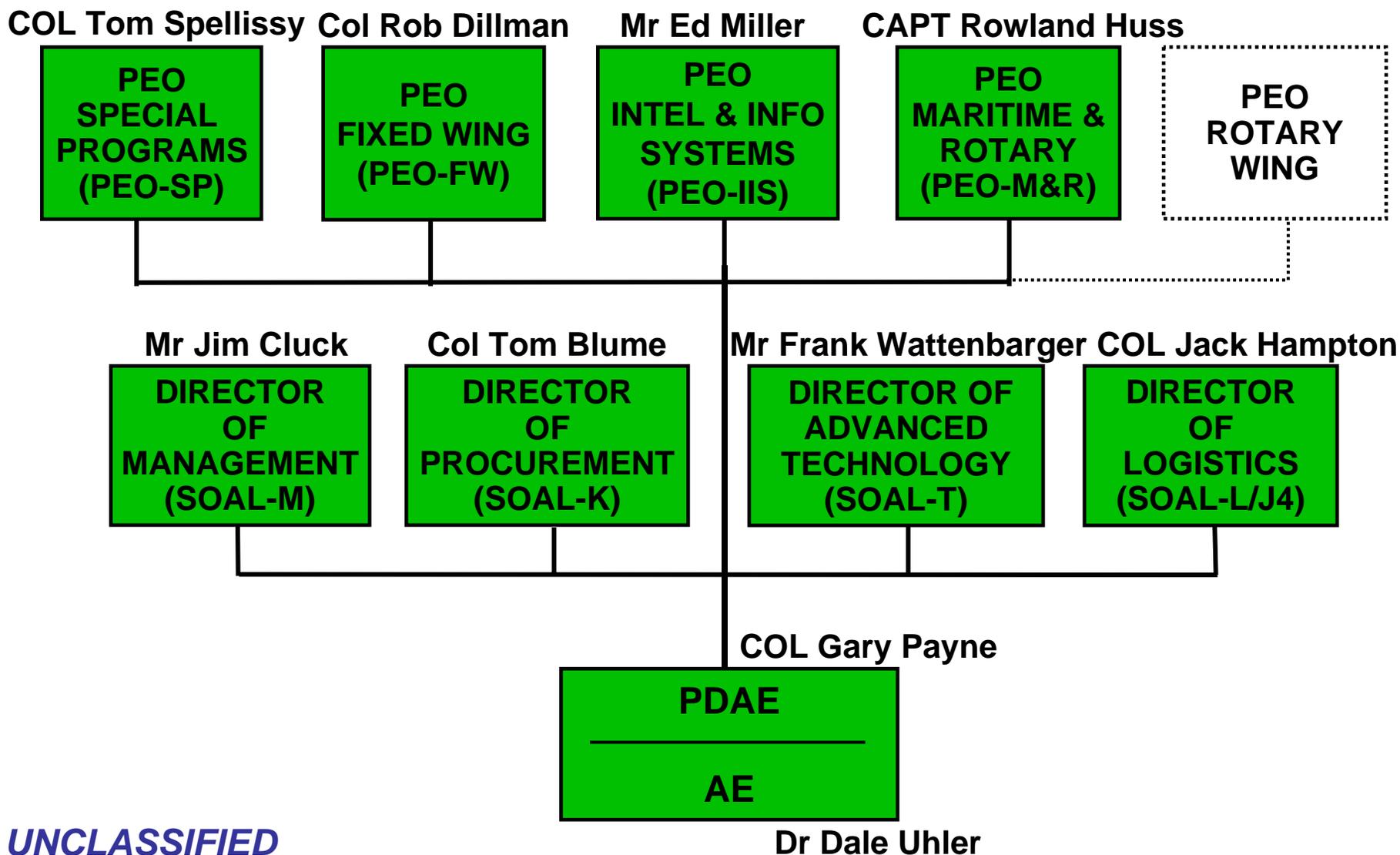
Total \$2.1B

Acquisition Account is 32% of TOA



UNCLASSIFIED

SPECIAL OPERATIONS ACQUISITION AND LOGISTICS CENTER (SOAL)



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WHO MANAGES SOF ACQUISITION PROGRAMS?

Program Management Structures			
Milestone Decision Authority →	USSOCOM		MILDEP
Program Manager →	USSOCOM	MILDEP	MILDEP
%, by quantity, of MFP-11 Acq Programs →	52%	22%	26%

MILDEP = Military Department. Army, Air Force, or Navy Acquisition Organization.



SOCOM ACQUISITION STRATEGIES

- **80% Solutions, Short Timelines**
- **Non-Developmental, Commercial-Off-The-Shelf Items**
- **Competitive Prototyping**
- **Spiral Development (as needed)**
- **Evolutionary Acquisition**
- **Innovative Contracting and Sustainment**
- **Partnering with MILDEPs, Other Gov't Agencies, U.S. and Foreign Industry**



INVESTMENT PROCESS

REQUIREMENTS, RESOURCING AND ACQUISITION

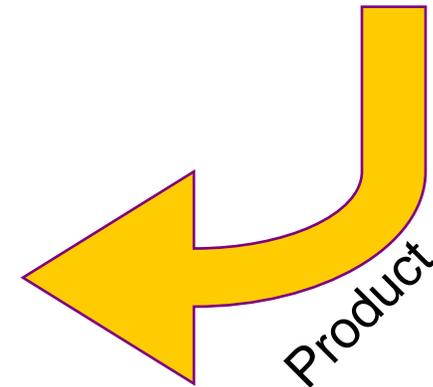
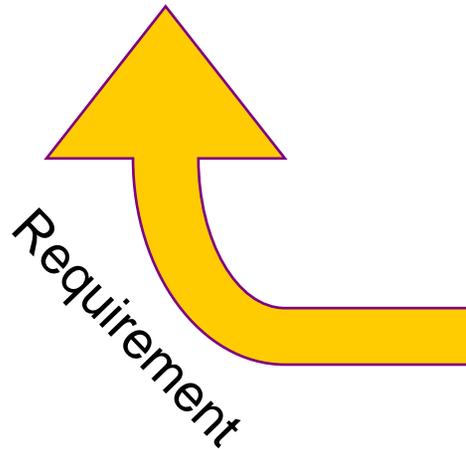
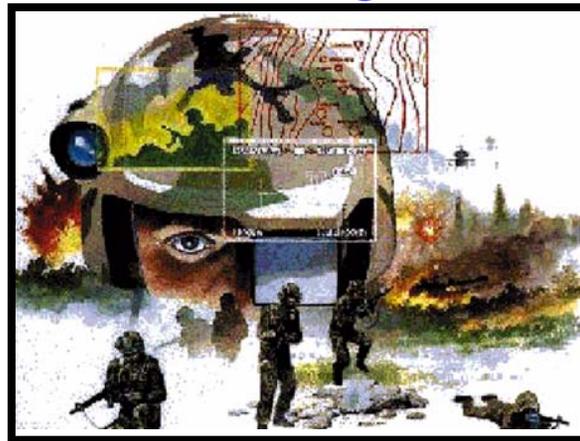


Requirements Validation and Approval

Planning, Programming, and Budgeting

Acquisition Management

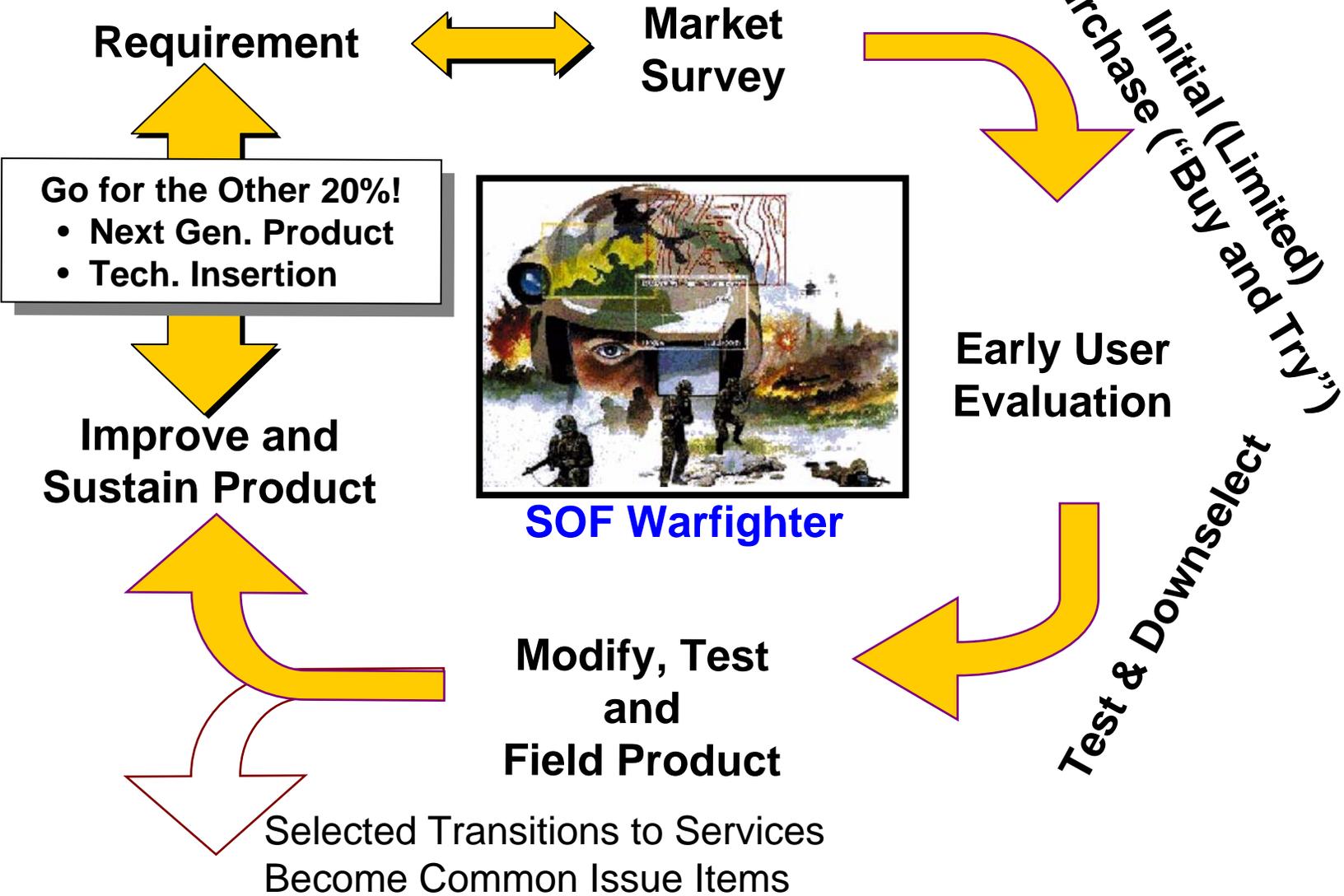
SOF Warfighter



AFSOC, USASOC, NAVSPECWARCOM, Theater SOCs, JTF



THE 80% SOLUTION PROCESS





RESEARCH AND TECHNOLOGY PROTECTION COLLABORATION

- **Protect SOF Technologies in Development from Intelligence Service Targeting**
- **Prevent and Counter Illegal Exports of Military and Dual-use Technologies in Production**
- **Protect Industry Partners' Intellectual Property from Exploitation**
- **Ensure System Viability and Longevity**
- **Contacts: Mr. Pettigrew (813) 828-9436 and Mr. Lesieur (813) 828-6170**



WE HAVE REQUIREMENTS; YOU HAVE SOLUTIONS

- **APBI Briefings and Breakout Sessions**
 - Outline SOF Requirements
 - Define Technology Thrust Areas
 - Define Current Prime Contractors and Contracting Agencies
 - Provide Opportunity for Discussions with Operators, PMs, and PEOs
- **We Need to Know Your Capabilities**
 - Talk to our Technical Industrial Liaison Office (TILO)



NEW INITIATIVE

SOF Warrior System (Holistic View of the Operator)



SOF WARRIOR SYSTEM

- **Considers the Individual as a Platform – the Indispensable Element of Our Force**
- **We are Equipping the Man vice Manning the Equipment**
- **System Consists of:**
 - **Trained SOF Operator**
 - **Protection, Concealment, and Lightweight Sustainment Equipment**
 - **Sensors and Communications**
 - **Weaponry**
 - **Power Sources**





SOF WARRIORS

Operate Alone in Austere Environments with Only the Items They Can Carry

- Quick, Undetected Insertion Anywhere on Globe
- Be Literally Invisible
- Move at Will
- Defeat or Neutralize All Threats to Well Being (Environment, Enemy)
- Accomplish Assigned Task
- Report Results
- Return Home

INDIVIDUALS: Omniscient, Omnipotent, Omnipresent



SOF WARRIOR DESIRED CHARACTERISTICS

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- **Invisibility (“Predator” Device)**
 - All Media (Air, Sea, Land)
 - All Senses (Seeing, Hearing, Smelling, Feeling)
 - All Sensors (Acoustic, Thermal, EO, IR, ...)
 - Fluency in All Languages; Blend into All Cultures
- **Indestructibility (Survivability)**
 - All Environments (Climatic, Media, NBC, ...)
 - Self Healing (Instant Medical Diagnosis and Treatment)
 - Counter, or Neutralize, All Effects of All Weapons
 - Extend All Senses



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SOF WARRIOR

DESIRED CHARACTERISTICS (Cont.)

- **Transportability and Maneuverability**
(Teleportation: Go Anywhere, Anytime, Instantly)
 - Personnel and Equipment
 - All Terrain
 - All Media (Air, Sea, Land)
 - Precision Location
 - Rapid Relocation
- **Sustainability**
 - Food, Water, Air
 - Shelter





SOF WARRIOR

DESIRED CHARACTERISTICS (Cont.)

- **Tunable Weaponry**
 - Lethal to Non-Lethal
 - Small Order to Large Order Effects
 - Easily Portable and Usable
- **Instant Knowledge, Constant Comms**
 - All Media (Air, Sea, Land, Space)
 - All Elements of Chain of Command
 - All Terrain and Environments
- **Realistic Simulations and Training**





FUTURE WARRIOR CONCEPT (EXAMPLE)



Business Week Online
July 28, 2003



SOF WARRIOR SYSTEM

(DESIRED SUPPORTING CAPABILITIES)

- **Persistent, Pervasive Sensors and Sensor Systems**
 - Networked or Stand Alone
 - Multi-Spectral
 - Mutually Compatible and Synergistic
 - Attended or Unattended
 - Simple to Deploy, Operate, and Maintain
 - Function in All Media
- **Mobility**
 - Rapid
 - Undetected (“Predator” Cloaking Device)
 - High Payload
 - High Speed
 - All Media (Air, Sea, Land)
 - High Endurance
 - Long Range/Loiter
 - Integrated On Board Weapon Systems
- **Power Sources**
 - High Power Density
 - Reduced Weight and Cube
 - Long Life
 - Low Maintenance
 - Simple to Operate and Maintain



HOW CAN INDUSTRY RESPOND TO SOF NEEDS?

- **Brief Us on Your Capabilities**
 - Talk to the TILO (Mr. Daum, (813) 828-9432, <http://soal.socom.mil>)
- **Respond to:**
 - Solicitations from SOCOM and Our Partners
 - Technology Broad Area Announcements (BAAs) from SOCOM and Our Partners
 - Small Business Innovation Research BAAs
 - Defense Challenge Program BAAs



SUMMARY

- **We Have Requirements**
- **You Have Solutions**
- **Let's Make the Most of This Opportunity to Share Information**